

Message Text

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ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W
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R 130613Z MAR 76
FM USINT BAGHDAD
TO AMEMBASSY PARIS
AMEMBASSY DAMASCUS
INFO H.R. O'CONNELL
MANAGER
OTIS ELEVATOR COMPANY
750 THIRD AVENUE
NEW YORK, NEW YORK 10017
CABLE: LINDENTREE NEW YORK
TELEX: 224227
TELEPHONE: 212-557-5700
SECSTATE WASHDC 2928
AMEMBASSY BELGRADE
AMEMBASSY KUWAIT

UNCLAS BAGHDAD 0313

PARIS PASS TO OTIS VICE PRESIDENT GEORGE LANDEGEER (SEE REFTEL).
DAMASCUS PASS OTIS REP WADIH DAGHER FOR INFO (SEE DAMASCUS 1047).
KUWAIT PASS F. SARDANO, LOCAL OTIS REP FOR INFO.

E.O. 11652: N/A
TAGS: BTIO, IZ
SUBJ: OTIS ELEVATORS FOR BAATH PARTY HEADQUARTERS

REF: PARIS 05841

1. USINT HAS RECEIVED LETTER OF FEBRUARY 28 FROM MR. RADISLAV PAJIC, PROJECT MANAGER OF YUGOSLAV FIRM RAD WHICH IS BUILDING BAATH PARTY HEADQUARTERS IN BAGHDAD. LETTER IS FOR GEORGE LANDEGGER, OTIS MIDDLE EAST V.P. IN PARIS AND IS BEING POUCHED TO COMMERCIAL ATTACHE AMEMBASSY PARIS FOR TRANSMISSION TO OTIS. FOLLOWING TEXT SUMMARIZES LETTER'S MAIN POINTS:

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2. IN ORDER SIGN CONTRACT AS SOON AS POSSIBLE OTIS REP IS

INVITED ARRIVE BAGHDAD FOR DISCUSSIONS NO LATER THAN MARCH 20.
PLEASE ADVISE RAD OF ETA AND NAME OF PERSONS COMING.

3. RAD NEEDS ANSWERS TO FOLLOWING QUESTIONS:

A) PRICE OF ELEVATORS FOB FACTORY.

B) TRANSPORT COSTS FROM FACTORY TO BAGHDAD.

C) COST OF INSTALLING ELEVATORS.

D) LIST OF SPARE PARTS RECOMMENDED FOR FIVE YEARS PLUS THEIR PRICE.

E) EARLIEST POSSIBLE TIME ELEVATORS CAN BE DELIVERED TO SITE. IF
THE BUILDING IS OTHERWISE READY, AND THE ELEVATORS ARE AT THE SITE,
HOW SOON CAN THEY BE INSTALLED AND IN OPERATION?

F) PERIOD FOR WHICH OTIS GUARANTEES MAINTENANCE. RAD SEEKS 18 MONTHS.

G) COSTS OF OTIS TRAINING ONE ENGINEER AND TWO TECHNICIANS TO
MAINTAIN ELEVATORS. HOW LONG DOES TRAINING PERIOD LAST?

H) IN ALL PRICE QUOTATIONS OTIS SHOULD EXCLUDE RPT EXCLUDE INSURANCE
AS IRAQI LAWS REQUIRE RAD TO COVER THIS.

4. ITEMS A - H OF PARAGRAPH THREE COULD FORM THE BASIS OF
THE PROPOSED MARCH 20 DISCUSSIONS IN BAGHDAD LEADING, AS SOON AS
POSSIBLE, TO A SIGNED SALES CONTRACT.

5. COMMENT: IN THE INTEREST OF ASSURING MESSAGES REACH
RAD, OTIS IS FREE, IF IT WISHES, TO TRANSMIT ITS RESPONSES
THROUGH THIS OFFICE (USINT). OUR TELEX IS 2287 USINT IK.
RAD AND MINISTRY OF CONSTRUCTION ARE VERY PLEASED TO BE AT
LAST IN EFFECTIVE CONTACT WITH OTIS.
WILEY

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 13 MAR 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976BAGHDA00313
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760096-0087
From: BAGHDAD
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760364/aaaacejy.tel
Line Count: 96
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 PARIS 5841
Review Action: RELEASED, APPROVED
Review Authority: wolfsd
Review Comment: n/a
Review Content Flags:
Review Date: 07 JUL 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <07 JUL 2004 by vandyklc>; APPROVED <25 AUG 2004 by wolfsd>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: OTIS ELEVATORS FOR BAATH PARTY HEADQUARTERS
TAGS: BTIO, IZ
To: COM PARIS DAMASCUS
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006